

Message Text

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ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 /031 W
-----031459 011126Z /17

P R 010625Z AUG 78
FM USINT BAGHDAD
TO USDOC WASHDC PRIORITY
AMEMBASSY BERN
INFO SECSTATE WASHDC 6518
AMEMBASSY ATHENS

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ATHENS FOR RTDO; BERN PLEASE PASS TO CATERPILLAR, GENEVA,
ATTN: TERRY CHAMBERLAIN.

E.O. 11652: N/A
TAGS: BEXP, BTRA, IZ
SUBJECT: FOREIGN BUYER PROGRAM: MAJOR IRAQI CONTRACTOR TO VISIT
U.S.

REF: 10 FAM 316.4

1. MATTI YOUSIF BALOULA, DIRECTOR-GENERAL OF PRIVATE IRAQI
FIRM, AL-KHALID BUREAU, WILL ARRIVE NEW YORK AROUND AUGUST
10 TO PURCHASE CONSTRUCTION AND OTHER EQUIPMENT FOR
A 100 MILLION DOLLAR CONSTRUCTION CONTRACT AWARDED TO HIS
FIRM BBY THE GOVERNMENT OF IRAQ FOR PART OF 800 MILLION
DOLLAR KIRKUK IRRIGATION PROJECT. BALOULA IS SEEKING OFFERS
FOR FOLLOWING EQUIPMENT:

A. EARTH-MOVING EQUIPMENT MANUFACTURED BY CATERPILLAR,
IN PARTICULAR: D8 AND D9 BULLDOZERS; 631, 641 AND 637
SCRAPERS; 129 AND 149 GRADERS; 215 AND 225 EXCAVATORS; 815 AND
825 COMPACTORS; 65 TO 500 KVA ELECTRIC GENERATORS.

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B. FORKLIFTS OF 5 TO 10 TON CAPACITIES, NO MANUFACTURER
SPECIFIED.

C. PICK-UPS AND TRUCKS MANUFACTURED BY GENERAL MOTORS.

D. CANAL TRENCHING AND LINING MACHINES. NO
MANUFACTURER SPECIFIED, BUT BALOULA IS AWARE OF EQUIPMENT

MANUFACTURED BY AMERICAN HOIST AND BY RAHCO DISC, INC.,
P.O. 79/ 7340, SPOKANE, WASHINGTON 99207, TELEPHONE:
509-489-5500.

E. A COMPLETE FACTORY FOR MANUFACTURE OF FIBER-GLASS
PIPE WITH AN OUTPUT OF 6,000 TO 10,000 TONS PER YEAR OF
60 CENTIMETER FOR FIVE-METER DIAMETER PIPES OF 10-METER
LENGTH.

F. A MINI-COMPUTER SYSTEM FOR MONITORING INVENTORIES,
WAGES, AND OTHER ACCOUNTS.

2. AL-KHALID BUREAU, HAIDORI BUILDING, AQABA BIN NAFIE
SQUARE, BAGHDAD, IRAQ, PHONE 90501, CABLE ADDRESS ASPHALTO,
BAGHDAD WAS ESTABLISHED IN 1974. IT IS BAGHDAD'S ONLY SUPPLIER
OF READY-MIXED CONCRETE AND HAS COMPLETED MAJOR SEWAGE, HIGHWAY
AND LAND-RECLAMATION PROJECTS. THE FIRM'S CAPABILITY AND
FINANCIAL RESOURCES ARE ATTESTED BY THE SIZE OF THE GOI
CONTRACT IT HAS WON. ALL PURCHASES WILL BE PAID FOR BY
IRREVOCABLE LETTERS OF CREDIT ISSUED BY GOI RAFAIDAIN BANK.

3. BALOULA INTENDS TO SPEND TWO WEEKS IN THE UNITED
STATES AND HOPES TO STAY AT THE WALDORF-ASTORIA HOTEL IN
NEW YORK. HE INTENDS TO CONTACT CATERPILLAR HOME
OFFICE IN PEORIA, ILLINOIS. HE STATED THAT PRICES QUOTED
BY LOCAL CATERPILLAR REPRESENTATIVES ARE TOO HIGH AND
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HE BELIEVES HE CAN DO BETTER BY CONTACTING MANUFACTURER
DIRECTLY.

4. USINT HAS SUGGESTED BALOULA CONTACT THE USDOC DISTRICT
OFFICE IN NEW YORK AND HAS ALSO GIVEN HIM CHERIE
LOUSTAUNAU'S NUMBER AT ITA/BED/CAGNE: 2022377-4441.

5. BALOULA TOLD USINT THAT EQUIPMENT COSTS FOR THE
PRESENT CONTRACT MAY TOTAL 10 MILLION DOLLARS. CAGNE
IS REQUESTED TO ENSURE THAT USDOC NEW YORK OFFICE IS
INFORMED OF BALOULA VISIT AS HE WILL CONTACT THEM SINCE
HIS ACCOMMODATIONS AT THE WALDORF-ASTORIA ARE NOT
CONFIRMED AND HIS ITINERARY IS NOT FIXED.

6. USINT IS PREPARING VOLUNTARY WTDR FOR IMMEDIATE
SUBMISSION AND WOULD APPRECIATE USDOC REPORT OF RESULTS
OF BALOULA'S VISIT.

7. DECONTROL UPON RECEIPT.
PECK

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Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 01 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780314-0549
Format: TEL
From: BAGHDAD
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1978/newtext/t197808109/aaaadnwf.tel
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Litigation Codes:
Litigation History:
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Original Classification: LIMITED OFFICIAL USE
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Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Event:
Review Exemptions: n/a
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Review Release Date: N/A
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Review Withdrawn Fields: n/a
SAS ID: 1567655
Secure: OPEN
Status: NATIVE
Subject: FOREIGN BUYER PROGRAM: MAJOR IRAQI CONTRACTOR TO VISIT U.S.
TAGS: BEXP, BTRA, IZ
To: COM BERN
Type: TE
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Review Markings:
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Declassified/Released
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